

## 28 July 2015

### Share Price Data (as of 28 July, 2015)

Ticker @IDX	DOID
Last Price (Rp)	71
Outstanding Shares (mn)	8,276
Market Capitalization (Rp bn)	587
Market Capitalization (USD mn) <sup>1</sup>	43,7

<sup>1</sup> based on Rp13,444USD /exchange rate

### Shareholder Structure

Northstar Tambang Persada Ltd	40%
Public	60%

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**Jakarta** – PT Delta Dunia Makmur Tbk. (“**DOID**” or the “**Company**”) presents its First Half 2015 newsletter with consolidated financial and operating results that include its primary and wholly-owned subsidiary, PT Bukit Makmur Mandiri tama (“**BUMA**”).

Given the challenging economic situation, the Company recorded a **net loss of US\$10mn** in 1H 2015, primarily due unrealized foreign exchange loss as a result of continued Rupiah depreciation. However, the Company’s performance has improved significantly from 1Q 2015 to 2Q 2015, delivering EBITDA of US\$ 49mn and EBITDA Margin of 34.4% in 2Q 2015.

PERFORMANCE HIGHLIGHTS (in US\$M unless otherwise stated)				QUARTERLY TREND (in US\$M unless otherwise stated)		
Profitability	1H15	1H14	YoY	Volume	1Q15	2Q15
EBITDA	82	91	-10%	OB Removal (mbcm)	59.0	70.1
EBITDA Margin	31.3%	31.5%	n.m	Coal (mt)	8.1	7.9
Operating Profit	32	37	-15%	<b>Financials</b>	<b>1Q15</b>	<b>2Q15</b>
Operating Margin	12.1%	12.9%	n.m	Revenues	122	145
Net Profit	(10)	11	n.m	<b>EBITDA</b>	<b>33</b>	<b>49</b>
EPS (in Rp)	Rp (16)	Rp 16	n.m	<b>EBITDA Margin</b>	<b>27.5%</b>	<b>34.4%</b>
<b>Cash Flows</b>	<b>1H15</b>	<b>1H14</b>	<b>YoY</b>	Operating Profit	8	24
Cash Capex	14	5	173%	Operating Margin	6.4%	16.8%
Free Cash Flow	53	84	-37%	Net Profit (Loss)	(10)	0
<b>Balance Sheet</b>	<b>Jun-15</b>	<b>Dec-14</b>	<b>YoY</b>	<b>Notes:</b>		
Cash Position <sup>1)</sup>	99	101	-2%	1) Includes restricted cash in bank		
Net Debt <sup>2)</sup>	603	633	-5%	2) Debt includes only the outstanding contractual liabilities.		

### 1H 2015 CONSOLIDATED FINANCIAL HIGHLIGHTS

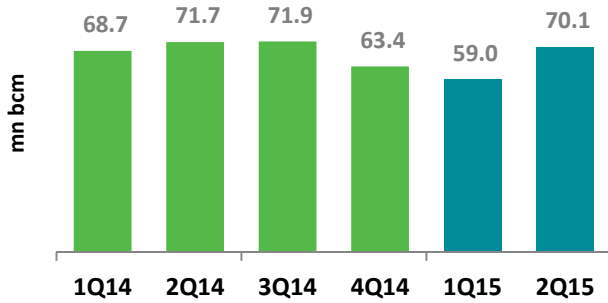
- ◆ Revenues was at US\$267mn in 1H 2015, 12% lower YoY, primarily driven by a customer that suspended its operations. EBITDA was at US\$82mn in 1H 2015, translating into an EBITDA margin of 31.3%.
- ◆ The Company recorded a net loss of US\$10mn in 1H 2015 vs. US\$11mn net profit in 1H 2014. The 1H 2015 net loss was primarily due to foreign exchange loss, recorded at US\$9mn.
- ◆ The Company continued to implement strict cash flow management, exhibited by the capability to make a voluntary prepayment toward its bank facilities, on top of scheduled repayment. Altogether, a total of US\$11mn were repaid to the banks by the end of June 2015, bringing total outstanding debt down to US\$702mn, compared to US\$723mn recorded at the end of March 2015.
- ◆ Cash capital expenditure was US\$14mn in 1H 2015 vs. US\$5mn for 1H 2014.

### 1H 2015 OPERATIONAL HIGHLIGHTS

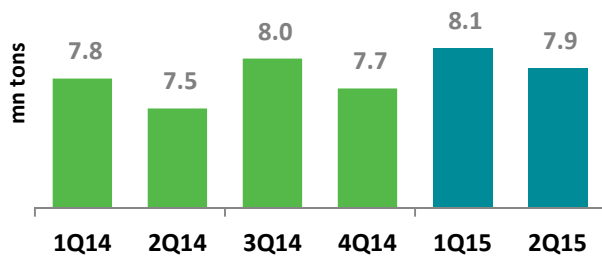
- ◆ In 1H 2015, overburden removal production was at 129mn bcm, 8% lower compared to 1H 2014, though coal production was 5% higher YoY at 16mn tons. The volume decline was largely due to one customer suspending its operations as a result of continued pressure in coal market.

**Exhibit 1: Quarterly Production**

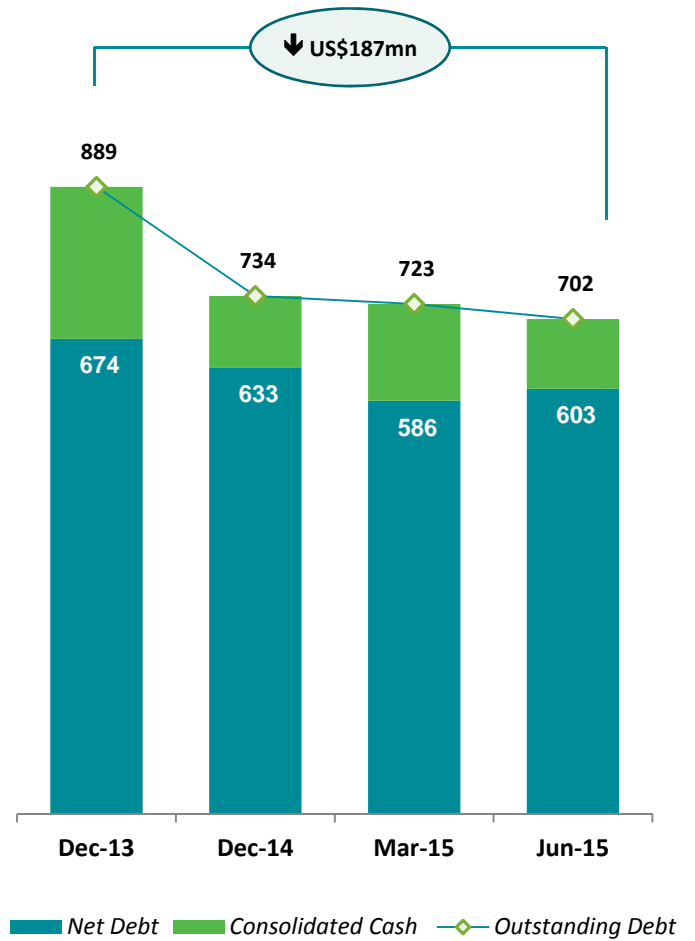
**OVERBURDEN REMOVAL (mn bcm)**



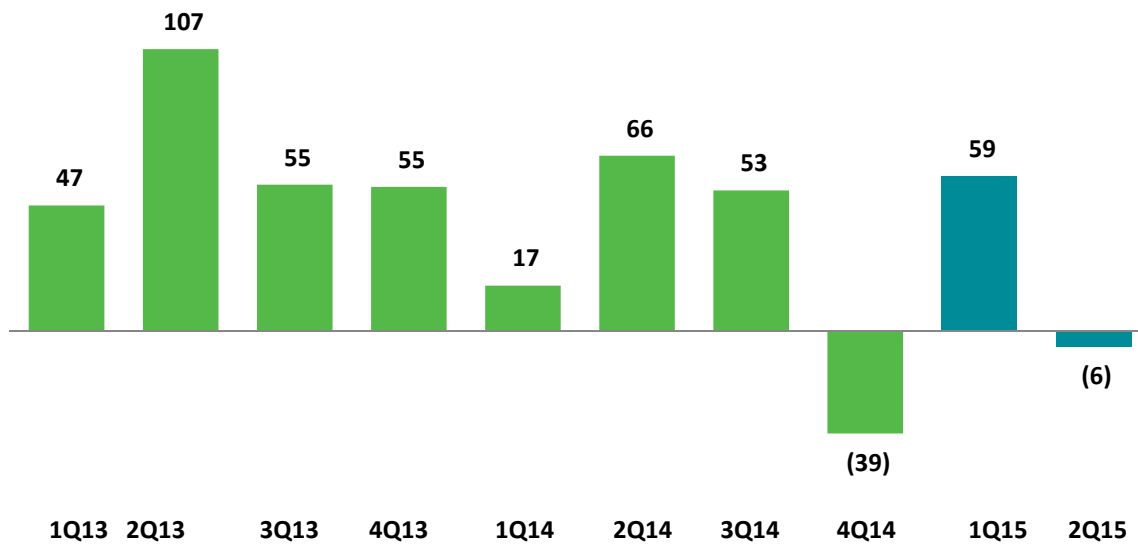
**COAL PRODUCTION (mn tons)**



**Exhibit 2: Net Debt**



**Exhibit 3: Consolidated Free Cash Flows**



**DOID'S CONSOLIDATED STATEMENTS  
OF COMPREHENSIVE INCOME**

<i>In US\$ mn (unless otherwise stated)</i>	1H15	1H14	YoY
Net revenues	267	303	-12%
Revenue excl. fuel	261	289	-10%
Cost of revenues	216	242	-11%
<b>Gross profit</b>	<b>51</b>	<b>61</b>	<b>-16%</b>
Operating expenses	19	24	-18%
<b>Operating income</b>	<b>32</b>	<b>37</b>	<b>-15%</b>
<b>EBITDA</b>	<b>82</b>	<b>91</b>	<b>-10%</b>
Interest expenses	(23)	(20)	16%
Others	(19)	1	n.m.
Other charges - net	(42)	(19)	117%
<b>Pretax profit (loss)</b>	<b>(10)</b>	<b>18</b>	<b>158%</b>
Tax expense (benefit)	(0)	7	n.m.
<b>Net profit (loss)</b>	<b>(10)</b>	<b>11</b>	<b>n.m.</b>
Translation adjustment	0	(0)	n.m.
Hedging reserve - net of tax effect	3	3	6%
<b>Net comprehensive income (loss)</b>	<b>(7)</b>	<b>14</b>	<b>n.m.</b>
<b>EPS (in Rp) <sup>1</sup></b>	<b>Rp (16)</b>	<b>Rp 16</b>	<b>n.m.</b>

<sup>1</sup>Reported EPS translated into Rp using average exchange rate of Rp12,968 and Rp11,738 for 1H15 and 1H14, respectively

**DOID'S CONSOLIDATED STATEMENTS  
OF FINANCIAL POSITIONS**

<i>In US\$ mn (unless otherwise stated)</i>	Jun-15	Dec-14	YTD
Cash and cash equivalents	72	75	-4%
Trade receivables - current	150	142	5%
Other current assets	110	85	29%
Trade receivables - non-current	1	1	n.m.
Fixed assets - net	390	427	-9%
Other non-current assets	143	176	-19%
<b>TOTAL ASSETS</b>	<b>865</b>	<b>905</b>	<b>-4%</b>
Trade payables	33	29	16%
LT liabilities - current	50	57	-12%
Derivative liabilities-current	8	11	-30%
Other current liabilities	22	31	-29%
LT liabilities - non current	641	661	-3%
Derivative liabilities - non-current	-	1	-100%
Other non-current liabilities	26	24	7%
<b>TOTAL LIABILITIES</b>	<b>780</b>	<b>813</b>	<b>-4%</b>
<b>TOTAL EQUITY</b>	<b>85</b>	<b>92</b>	<b>-7%</b>

**DOID'S FINANCIAL RATIOS <sup>(1)</sup>**

	1H15	1H14
Gross margin	19.5%	21.0%
Operating margin	12.1%	12.9%
EBITDA margin	31.3%	31.5%
Pretax margin	-4.0%	6.2%
Net margin	-3.9%	3.9%

(1) margins are based on net revenues excluding fuel

**DOID'S CONSOLIDATED STATEMENTS OF CASH FLOWS**

<i>In US\$ mn (unless otherwise stated)</i>	1H15	1H14
Net CF from Operating Activities	43	61
Net CF from Investing Activities	(14)	(1)
Net CF from Financing Activities	(33)	(118)
Net change in cash & cash equivalents	(3)	(59)
Beginning balance cash & cash equivalents	75	215
<b>Ending balance cash &amp; cash equivalents <sup>*)</sup></b>	<b>72</b>	<b>157</b>

<sup>\*)</sup> excluding restricted cash in bank

## BUMA'S STATEMENTS OF COMPREHENSIVE INCOME

<i>In US\$ mn (unless otherwise stated)</i>	<b>1H15</b>	<b>1H14</b>	<b>YoY</b>
Net revenue	267	303	-12%
<i>Revenue excl. fuel</i>	261	289	<b>-10%</b>
Cost of revenues	216	241	-10%
<b>Gross profit</b>	<b>51</b>	<b>62</b>	<b>-18%</b>
Operating expenses	18	23	-21%
<b>Operating profit</b>	<b>33</b>	<b>39</b>	<b>-16%</b>
<b>EBITDA</b>	<b>83</b>	<b>92</b>	<b>-10%</b>
<i>Interest expenses</i>	(23)	(20)	16%
<i>Others</i>	(12)	4	-393%
Other charges - net	(35)	(16)	124%
<b>Pretax profit (loss)</b>	<b>(2)</b>	<b>24</b>	<b>-110%</b>
Tax expense (benefit)	(0)	6	-103%
<b>Net profit (loss)</b>	<b>(2)</b>	<b>17</b>	<b>-112%</b>
Hedging reserve - net of tax effect	3	3	6%
<b>Net comprehensive income</b>	<b>1</b>	<b>20</b>	<b>-94%</b>

## BUMA'S STATEMENTS OF FINANCIAL POSITIONS

<i>In US\$ mn (unless otherwise stated)</i>	<b>Jun-15</b>	<b>Dec-14</b>	<b>YTD</b>
Cash	50	52	-4%
Trade receivables - current	150	142	5%
Other current assets	109	83	31%
Trade receivables - non-current	1	1	<i>n.m.</i>
Restricted cash in bank	27	26	2%
Due from related party	228	242	-6%
Fixed assets - net	389	426	-9%
Other non-current assets	95	129	-26%
<b>TOTAL ASSETS</b>	<b>1,048</b>	<b>1,100</b>	<b>-5%</b>
Trade payables	33	29	16%
LT liabilities - current	50	57	-12%
Derivative liabilities-current	8	11	-30%
Other current liabilities	21	30	-31%
LT liabilities - non-current	641	661	-3%
Derivative liabilities - non-current	-	1	-100%
Other non-current liabilities	22	20	9%
<b>TOTAL LIABILITIES</b>	<b>775</b>	<b>809</b>	<b>-4%</b>
<b>TOTAL EQUITY</b>	<b>272</b>	<b>291</b>	<b>-6%</b>

## BUMA'S STATEMENTS OF CASH FLOWS

<i>In US\$ mn (unless otherwise stated)</i>	<b>1H15</b>	<b>1H14</b>
Net CF from Operating Activities	46	61
Net CF from Investing Activities	(15)	(5)
Net CF from Financing Activities	(33)	(118)
Net change in cash	(2)	(63)
Beginning balance cash	52	168
<b>Ending balance cash<sup>*)</sup></b>	<b>50</b>	<b>106</b>

<sup>\*)</sup> excluding restricted cash in bank

**ADDITIONAL UPDATES****A. NEW CONTRACT**

- ◆ In June 2015, BUMA signed a life of mine contract with PT Sungai Danau Jaya (“SDJ”), a subsidiary of Geo Energy Resources Ltd., a publicly-listed entity in Singapore.
- ◆ The contract is valued at over US\$300 million, entailing a production target of 130 million bcm of overburden and 43 million tons of coal.
- ◆ BUMA’s ability to secure the new contract will positively impact DOID’s consolidated financial position.

**B. DEBT REPAYMENTS**

- ◆ As of June 30, 2015, BUMA made a voluntary prepayment towards its USD603 million Syndicated Loan Facility and US\$25 million PT CIMB Niaga Tbk. Credit Facility.
- ◆ A total repayment of US\$11 million was made toward the two facilities, which included repayments based on amortization schedule and the voluntary prepayment.
- ◆ Since December 2013 up until June 30, 2015, BUMA has made a total debt repayment of US\$187 million, bringing down its outstanding debt level to US\$702 million.